

PHILIP MORRIS
YEAR END SALES PROJECTIONS
(FY 215.3)

| | | |
|-------------|-------|-----------------|
| Y.T.D 12/11 | 199.6 | |
| 12/18 | 5.0 | 125% ALLOCATION |

| | | |
|-------|-------|--|
| TOTAL | 204.6 | |
|-------|-------|--|

OFFER:

| | |
|-----------------|-------|
| REQUIRED | 10.7b |
| 275% (12/21-31) | 11.7b |

| | |
|------------|-------|
| 80% = 9.4 | 214.0 |
| 85% = 10.0 | 214.6 |
| 90% = 10.5 | 215.1 |
| 92% = 10.8 | 215.4 |
| 95% = 11.1 | 215.7 |

OFFER:

| | |
|-----------------|-------|
| REQUIRED | 10.7b |
| 300% (12/21-31) | 12.7b |

| | |
|------------|-------|
| 80% = 10.2 | 214.8 |
| 85% = 10.8 | 215.4 |
| 90% = 11.4 | 216.0 |
| 92% = 11.7 | 216.3 |
| 95% = 12.1 | 216.7 |

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